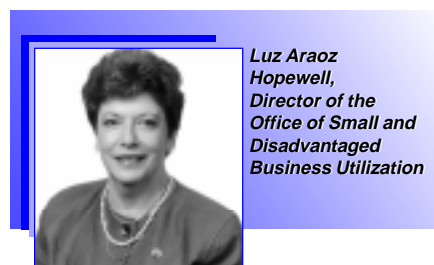


# THE TRANSPORTATION LINK



August 1998



Luz Araoz Hopewell,  
Director of the  
Office of Small and  
Disadvantaged  
Business Utilization

I am excited about the potential number of small business opportunities contained in the recently signed Transportation Equity Act for the 21<sup>st</sup> Century (TEA-21). We at the Office of Small and Disadvantaged Business Utilization strongly encourage *The Transportation Link's* audience to study our TEA-21 article.

We are equally excited when we consider how this monumental legislation will advance the future of transportation in this nation into the 21<sup>st</sup> century.

TEA-21 is sweeping legislation that encompasses transportation improvements to literally every community in the country. This law comprises a tremendous investment in our country's transportation future, backed by \$218 billion in authorizations.

This legislation represents an unparalleled opportunity for small, woman-owned and disadvantaged businesses to access transportation-related contracts.

For any company not certified as a disadvantaged business enterprise in the state(s) where you do business, we believe that there has never been a better time to do so than now. Take the time to read about TEA-21 in this *Transportation Link* and about KKO & Associates, a company that understands how DBE certification adds to business success.

## TEA-21 Means Contract Opportunities

In landmark legislation that initiates six years of authorized funding ensuring the nation's transportation future, the proposed Transportation Equity Act for the 21<sup>st</sup> Century, referred to as TEA-21, was signed into law by President Clinton on June 9, 1998. Of particular interest to small disadvantaged (including women-owned) businesses, the new legislation provides for the continuation of the Disadvantaged Business Enterprise (DBE) program.

The DBE program provides opportunities for small disadvantaged businesses. The legislation states that:



*"Except to the extent that the Secretary (of Transportation) determines otherwise, not less than 10 percent of the amounts made available for any program under Titles I, III, and V of this Act shall be expended with small business concerns owned and controlled by socially and economically disadvantaged individuals."*

Simply stated, approximately **\$21 billion** in contract opportunities over the next six years can be available for participating DBE's in programs which fall under Title I (Federal-Aid Highways), Title III (Federal Transit Administration Programs); and Title V (Transportation Research). TEA-21 should be the focus of strategic marketing efforts for small businesses across the nation. Potential marketing opportunities contained within Titles I, III, and V are provided below, but each small business is encouraged to study and draw specific attention to this new public law (PL. 105-178).

Under **Title I**, from 1998 through 2003, \$134 billion is authorized for the following Federal-Aid Highway programs:

PROGRAM	FUNDING OVER SIX YEARS
Interstate Maintenance Program	\$23,809,555,000
National Highway System	\$28,571,136,000
Bridge Program	\$20,430,366,000
Surface Transportation Program	\$33,332,719,000
Congestion Mitigation and Air Quality Improvement Program	\$8,122,572,000
Appalachian Development Highway System Program *	\$2,250,000,000
Recreational Trails Program	\$2,200,000,000
Federal Lands Program	\$4,066,000,000
National Corridor Planning*	\$700,000,000
Construction of Ferry Boats and Ferry Terminals Facilities	\$220,000,000
National Scenic Byways Program	\$148,000,000
Value Pricing Pilot Program *	\$62,000,000
High Priority Project Program	\$9,324,500,000
Highway Use Tax Evasion Program	\$30,000,000
Commonwealth of Puerto Rico Highway Program	\$660,000,000

\* Denotes funding approved for FY1999 – 2000 only.

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**OSDBU**

Office of Small  
and Disadvantaged  
Business Utilization

wants to hear from you!! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our website. The *Transportation Link's* address on the web is: <http://osdbuweb.dot.gov>

Although Federal-Aid Highways programs have been authorized specific levels of funding within each of these programs, funding is earmarked for specific projects at the state and local levels. To this end, Section 1602 Project Authorizations of **Title I** provides for 1850 high-priority highway and surface transportation projects worth \$9.35 billion. A sampling of these projects are provided in the table below:

**High Priority Projects Program Authorization Table**

 Georgia	I-75 advanced transportation management system in Cobb County	\$1,275,000
 Ohio	Relocate Washington Street/SR 149 within the Bellaire city limits in Belmont County	\$2,000,000
 Texas	Reconstruct FM364 between Humble Road and I-10, Beaumont	\$3,600,000
 Washington	Construct pedestrian access on Deception Pass Bridge, Deception Pass State Park, Washington	\$3,600,000
 Illinois	Construct elevated walkway between Center Station and arena	\$900,000
 Minnesota	Conduct study of the potential for diversion of traffic from the I-35 corridor to commuter rail, Chicago County north of Forest Lake along I-13 corridor to Rush City	\$375,000

Note: more projects in Title I, Section 1602

Under **Title III**, the Federal Transit Administration Programs section, \$42 billion dollars has been allocated over the span of the six years.

Small business should focus on the following sections where specific projects have been funded at the state level: Sections 3012 (Intelligent transportation systems applications), 3028 (Apportionment of appropriations for fixed guideway modernization), 3030 (Projects for new fixed guideway systems and extensions to existing systems) and 3031 (Projects for bus and bus-related facilities.)

In Section 3012 of **Title III**, the Secretary is authorized to make grants for the study, design and demonstration of fixed guideway technology, bus technology and Advanced Propulsion Control System. Specifically, some of the projects funded include:



#### **Fixed-Guideway Technology**

- North Orange-South Seminole County, FL \$750,000 for fiscal year 1999;
- Galveston, TX fixed guideway activities \$750,000 for fiscal year 1999; and
- Washoe County, NV Transit Technology, \$1,250,000 for each of the fiscal years 1999 and 2000.



#### **Bus Technology**

- MBTA, MA Advanced Electric Transit Buses and Related Infrastructure, \$1,500,000 for each of fiscal years 1999 and 2000
- Palm Springs, CA Fuel Cell Buses, \$1,000,000 for each of fiscal years 1999 and 2000
- Gloucester, MA Intermodal Technology Center, \$1,500,000 for each of fiscal years 1999 and 2000.



#### **Advanced Propulsion Control System**

The following apportionment will be made available to the Southeastern Pennsylvania Transit Authority (SEPTA) to be used only for the completion of the program to develop and deploy a new Advanced Propulsion Control System begun under the Request for Technical Proposals for Project S-2814-2 — \$2M for 1999; \$3M for 2000 and \$3M for 2001.

Under Section 3028, specific urbanized areas for fixed guideway modernization efforts for each of the fiscal years 1998 - 2003 have been funded.

Some examples are as follows:

- Baltimore \$8,372,000;
- Boston \$38,948,000;
- Chicago / \$78,169,000;
- Northwestern Indiana
- Cleveland \$9,509,000, etc.

*continued on next page*

Likewise, under Section 3030, final design, construction, alternative analysis and preliminary engineering of specific projects in fiscal years 1998 – 2003 have been funded.

These projects include, but are not limited to: Atlanta – Athens Commuter Rail; Charlotte – South Corridor Transitway; Denver – East Corridor (Airport); New York – Lower Manhattan Access; Salt Lake City – Draper Light Rail Extension; etc. The remaining portion of Section 3030 makes available funding for specific projects:

- Birmingham Transit Corridor, \$87,500,000;
- New London-Waterfront Access, \$10,000,000;
- Miami-Palmetto Metrorail, \$8,000,000;
- Las Vegas Corridor, \$155,000,000.

Finally, Section 3031 guarantees funding for bus and bus-related facilities projects in accordance with section 5309(m)(1)(c) of title 49, United States Code. These projects are to replace, rehabilitate, and buy buses and related equipment and to construct bus related facilities. Their authorized funding levels for 1999 and 2000 include:

- Albuquerque, NM buses \$1.25M \$1.25M
- Altoon, PA Metro Transit \$.842M \$.842M
- Fort Dodge, IA Intermodal Facility (Phase II) \$.885M \$.885M
- Honolulu, HI bus facility and buses \$2.25M \$2.25M
- Huntington, WV Intermodal Facility \$8.0M \$12.0M

**Title V** (Transportation Research Programs), similar to Titles I and III above, appropriates nearly \$3 billion to programs such as:

- The Research & Tech. Program
- Surface Transportation Research
- Technology Deployment
- Training and Education

- State Planning and Research
- International Highway Transportation Outreach Program
- Surface Transportation-Environment Cooperative Research Program
- University Transportation Research
- Advanced Vehicle Technologies Program, etc.

Businesses should closely read Sections 5110 and 5116 for forming strategic alliances with Universities identified within the legislation. Section 5110 makes grants to nonprofit institutions of higher learning to establish and operate university transportation centers, to address transportation management and research and development matters, with special attention to increasing the number of highly skilled individuals entering the field of transportation.

Some of the schools named within this section include:

- University of Denver
- Mississippi State University
- University of Central Florida
- University of Southern California
- Rutgers University
- University of Missouri at Rolla
- South Carolina State University
- The University of Alabama
- University of Minnesota

Note: A complete list is provided in Section 5110.

Special University Grants are approved under Section 5116 of **Title V**. These grants include:

- Seismic Research, University of California at San Diego, \$1M for each of fiscal years 1999 - 2002
- Global Climate Research, University of Alabama at Huntsville, \$200,000 for each of fiscal years 1999 - 2003
- Asphalt Research, Auburn University, \$250,000 for each of fiscal years 1999 and 2000

- Advanced Vehicle Research, University of Alabama at Tuscaloosa, \$400,000 for each of fiscal years 1999 - 2003
- Geothermal Heat Pump Smart Bridge Program, Oklahoma State University, \$1,000,000 for each of fiscal years 1999 and 2000 and \$500,000 for fiscal year 2001
- Intelligent Stiffener for Bridge Stress Reduction, University of Oklahoma, \$1,000,000 for each of fiscal years 1999 – 2001 and \$500,000 for fiscal year 2002
- Study of Advanced Trauma Care, University of Alabama at Birmingham, \$750,000 for each of fiscal years 1999 - 2003
- Center for Transportation Injury Research, Calspan University of Buffalo Research Center, \$2,000,000 for each of fiscal years 1998 – 2003
- Head and Spinal Cord Injury Research, Neuroscience Center for Excellence at Louisiana State University and the Virginia Transportation Research Institute at George Washington University, \$500,000 for each of fiscal years 1999 – 2003.

### In Summary

What does all this information mean to small businesses focused on delivering service and supplies to the transportation industry? TEA-21 means that direct marketing opportunities are available for small businesses whose desire it is to live the American dream.

What is the American dream? Essentially, it is about opportunity. More than 90% of Americans believe the dream is primarily about the opportunity for anyone to go as far as their ambitions and talents will take them.

The future depends on what we do in the present, especially after reviewing this milestone TEA-21 legislation. Proper planning, targeting marketing opportunities, meeting with the recipients of this money and forming strategic alliances NOW will reap rewards for those businesses that seize the opportunity.

## KKO & Associates, Inc. Rolls On



**Katherine K. O'Neil**

When Katherine K. O'Neil, president of KKO, started her business in 1984 at home, she relied on her professional training and technical background to earn a foothold in the industry of transportation planning and analysis.

O'Neil believes that delivering high quality service and products established KKO & Associates early as a credible business enterprise. Once this reputation was established, she found that the excellent past performance of her business and continued competence keeps the work rolling in.

To take full advantage of these business opportunities, KKO & Associates wisely pursues Disadvantaged Business Enterprise (DBE) and Woman-owned Business Enterprise (WBE) certifications from state, regional and other organizations. These certifications in 23 different states allow KKO to participate fully in contracts that have DBE and WBE requirements.

Working with larger companies in a prime-subcontractor role has been of significant importance in advancing KKO's business. O'Neil says that, "Cementing relationships with larger companies have been an important element in our growth ..." Sharon Mason—KKO's Director of Marketing and Administration—

confirms this assertion. "Many contracts contain the small business stipulation that encourages primes to form partnerships. "This has meant a lot for our business. Our excellent past performance and multiple DBE certifications make selecting KKO as a subcontractor a good business choice," says Mason.

A strong partnership with larger

companies also reduces marketing expense, always a concern for small businesses. KKO's marketing dollars are spent on high visibility, high payoff efforts such as a quarterly newsletter, the *KKO Newslite*, distributed to both clients and employees. KKO information is available 24 hours a day via their Internet website at: [www.kko.com](http://www.kko.com). Even their telephone number, (800) KKO-RAIL, restates their business focus.

O'Neil considers that KKO has two main lines of business, transportation planning/analysis and software/Management Information Systems (MIS). Al-



though they work with all modes of surface transportation, their focus is in the steel wheel or rail industries. They have worked on projects nationwide from Florida to Alaska, New England to Southern California.

The KKO staff has extensive experience in the development or application of computerized tools used in transportation systems planning and analysis assignments. These projects cover all surface transportation modes and a variety of issue areas such as the development of demand and revenue forecasts, operating plans and cost models. Areas of specialization include urban highways and public transit projects extending from small-town bus studies to the nation's largest public works projects.

In addition, KKO has extensive experience in the design, development and evaluation of regional passenger and

commuter rail services. KKO also supports the needs of freight operators with planning and analysis studies.

These studies include the development of costing models for decision-making and in the abstraction and integration of data to support "what if" scenarios. KKO's freight rail work has included clients on four continents ranging from national carriers to short line operators.

KKO serves the software and MIS needs of the surface transportation industries. In addition to services that include all phases of system development, KKO provides a variety of transit software products customizable to specific requirements. Among their developed tools are the Mechanical and Materials System, Train Reporting and Management System, Infrastructure Management System and Safety Information System.

As an example, KKO's Train Reporting and Management System automates train performance and passenger data management for Amtrak's operations in Virginia, Maryland and the District of Columbia.

The system allows Amtrak dispatchers to track the performance of every commuter train based at Amtrak's Union Station, including both Virginia Rail Express (VRE) trains and Maryland's MARC trains.

"Once you have determined the focus of your business, the DBE program can provide exposure to business opportunities and potential partners nationwide," says O'Neil.

*For more information on KKO & Associates, Inc., visit their website at: [www.kko.com](http://www.kko.com). Call KKO at (800) KKO-RAIL or (978) 475-4079. Send e-mails to Katherine O'Neil at [k\\_oneil@kko.com](mailto:k_oneil@kko.com) or Sharon Mason at [s\\_mason@kko.com](mailto:s_mason@kko.com).*

## New OSDBU Communication Initiative



In order to provide improved service to the Office of Small and Disadvantaged Business Utilization (OSDBU) customers, a new message distribution technology is being implemented. Beginning this month, a computer communications system known as a List Server will allow for broadcasting of e-mail messages on requested subjects.

This new technology will enable OSDBU to keep in closer contact by sending new or relevant information automatically to businesses that have e-mail capability and listed in the computer as subscribers to the service.

OSDBU will initially have three lists available for subscriptions:

- OSDBU News Announcements
- *The Transportation Link* Announcement
- Outreach/Conference Announcements

The first category that OSDBU will offer subscriptions to is an OSDBU news announcement list. Messages sent to subscribers of this list will comprise general information of interest to the small business community, similar to the in-

formation that regularly appears on the "What's New" page of the OSDBU web site. Legislation news, updates on OSDBU and related programs, and other current topics of interest will be included.

Another subscription users may select is to receive immediate e-mail notification when the latest issue of *The Transportation Link* newsletter has been posted on the OSDBU web site. Members of this list will receive a summary of *The Transportation Link* articles, plus a hyper-link address directly to the web page containing that edition.

Subscribers to the Outreach/Conference Announcements list will receive updated information on the latest OSDBU conferences, marketplaces, and outreach events. The e-mail messages will contain information such as the function's name, hosting organization, location, points of contact, registration information and e-mail/Internet addresses as available.

How can you take advantage of this valuable information sent directly to your e-mail box? The following table provides e-mail addresses for list subscription. Simply send an e-mail to the corresponding address with the word "Subscribe" as the message. No e-mail

"subject" line entry is needed.

- OSDBU News Announcements:

[osdbu-announce-request@osdbulist.dot.gov](mailto:osdbu-announce-request@osdbulist.dot.gov)

- The Transportation Link Announcement:

[translink-announce-request@osdbulist.dot.gov](mailto:translink-announce-request@osdbulist.dot.gov)

- Outreach/Conference Announcements:

[conference-announce-request@osdbulist.dot.gov](mailto:conference-announce-request@osdbulist.dot.gov)

For those who have Internet access, it is easy to sign-up for lists directly at the OSDBU website: <http://osdbuweb.dot.gov/cfapps/lists/lists.html>.

Simply enter the e-mail address you want the messages sent to and then check the boxes next to the information you want to receive. Additionally, please visit the OSDBU website at <http://osdbuweb.dot.gov> frequently for updates to this program.

OSDBU is committed to providing our customers with valuable and timely information that will assist you in doing business with the Department of Transportation. We believe that our new List Server technology will help us achieve that. It is as easy as visiting the website, registering with your e-mail address, and selecting the information you want to receive.

*For specific information regarding the List Server program, the DOT OSDBU point of contact is Joan Tannen at 1(800) 532-1169, or e-mail at [jtannen@basetech.com](mailto:jtannen@basetech.com)*



## TEA-21 Studies/Reports Represent Potential Small Business Venture

Small businesses with specialized analytical skills in the transportation field should review the recent legislation, TEA-21, signed on June 9, 1998 by President Clinton. Within the legislation are 75 reports and studies which could be advantageous to your business—marketing efforts focused on transportation-related activities.

Many of the studies which are identified in TEA-21 could be great opportunities for small businesses to market their expertise to government agencies at the federal and the state level. Although these agencies may contract out some of these studies, businesses can proactively market their expertise in support of these required activities.

TEA-21 legislation provides hundreds of millions of dollars of the authorized funding levels within Titles I, III and V in potential contract opportunities to certified Disadvantaged Business Enterprise (DBE). Through this legislation, small business owners can make important contributions to the future of the transportation industry in the United States and its territories. Synopsis of some of the studies contained within Titles I, III and V are provided below to offer a flavor of what is contained within the legislation:

### Title I

#### In Section 1211

- Assessment on the Winter Home Heating Oil Delivery program and public safety.
- Feasibility of providing an Interstate quality road for a route that runs in south/west direction generally along United States Route 61 and crosses the Mississippi River in the vicinity of Memphis, Tennessee, to Highway 79 and generally follows Highway 79 to Pine Bluff, Arkansas.

#### In Section 1212

- Analyze the economic, safety, and infrastructure impacts of the exemp-

tion of vehicle weight limitations in Colorado, Louisiana, Maine and New Hampshire.

#### In Section 1213

- Study the international roughness index that is used as an indicator of pavement quality on the Federal-aid highway system.
- Study the extent and effectiveness of use by States of uniformed police officers on Federal-Aid Highway construction projects.
- Perform a comprehensive assessment of the state of the transportation infrastructure on the southwest border between the United States and Mexico.
- Study what impact a utility company's failure to relocate its facilities in a timely manner has on the delivery and cost of Federal-Aid highway and bridge projects.
- Study the impact of the truck weight standards on specialized hauling vehicles including the analysis of the economic, safety, and infrastructure impacts of the standards.
- Study the practices in the States for specific service food signs.
- Study of State laws (including regulations) relating to penalties for violation of State commercial motor vehicle weight laws.
- Study on the regulations of weights, lengths, and widths of commercial motor vehicles operating on Federal-Aid highways.
- DOT, with the State of Oklahoma, will conduct a traffic analysis to determine the feasibility of a trade processing center in McClain County, Oklahoma.
- Study the feasibility of providing high speed rail passenger service

from Atlanta, Georgia, to Charleston, South Carolina and to assess the potential impact of rail service on the tourism industry.

### Title III

#### In Section

- 3010: Study the dollar value of mobility improvements and the relationship of mobility improvements to the overall transportation justification of a new fixed guideway system or extension to an existing system.
- 3022: Study the effect of contracting out mass transportation operation and administrative functions on cost, availability and level of service, efficiency, safety, quality of services provided to transit-dependent populations, and employer-employee relations.
- 3033: Study whether the formula for apportioning funds to urbanized areas under section 5336 of title 49, United States Code, accurately reflects the transit needs of the urbanized areas. If not, determine a new formula.
- 3034: Study Federal departments and agencies (other than DOT) that receive Federal financial assistance from non-emergency transportation services.
- 3036: Study the various low and zero emission fuel technologies for transit vehicles, including compressed natural gas, liquefied natural gas, biodiesel fuel, battery, alcohol based fuel, hybrid electric, fuel cell, and clean diesel.
- 3039: In coordination with the Department of the Interior, undertake a study of alternative transportation needs in national parks and related public lands managed by Federal land management agencies in order to carry out several reasons contained within the actual legislation.



**"I have always believed transportation is about more than concrete, asphalt, and steel — it's about people ..." — Secretary Slater June 21, 1997— San Francisco, CA**

#### **Title V**

Title V highlights several programs funded by the Department of Transportation and as such, requires that regular reporting be provided to Congress on the progress and results of activities of these programs. Some of the programs include the Technology Deployment Initiatives and Partnerships Program (see Section 5103) and the Commercial Remote Sensing Products and Spatial Information Technologies Program (see Section 5113).

Section 5112 and 5115 direct the implementation of two studies. Under Section 5112, a study is to be conducted to determine the goals, purposes, research agenda and projects, administrative structure, and fiscal needs for a new strategic highway research program to replace an existing program.

In Section 5115, a study will be conducted to measure the ton-miles and value-miles of international trade traffic carried by highway for each State; evaluate the accuracy and reliability of the use of such measures for use in the formula for highway apportionment; evaluate the accuracy and reliability of the use of diesel fuel data as a measure of international trade traffic by State; and identify needed improvements in long-term data collection programs to provide accurate and reliable measures of international traffic for use in the formula for highway apportionment.

Section 5108 includes Strategic Planning requirements for surface transportation research and technology development. The results of these strategic plans could also be invaluable to businesses. Still another Section, 5109 requires review and reporting on statistical

data being maintained within the Department of Transportation including the National Transportation Library and National Transportation Atlas DataBase.

Title I, III and V offer hundreds of potential marketing opportunities if applied to a company's overall strategic plan correctly. Look to see where the money is being directed and let TEA-21 serve as a roadmap of success in marketing your company's services.

*Questions regarding this legislation can be left on our feedback page at <http://osdbuweb.dot.gov/feedback.htm> The actual legislation is available for review at: <http://osdbuweb.dot.gov/istea.htm>*

## Comment Invited on FAR

Interested parties are invited to submit written comments on the Federal Acquisition Regulation (FAR) concerning the federal government's contracting programs for small disadvantaged business concerns on or before August 31, 1998.

Several federal agencies have jointly agreed to issue Federal Acquisition Circular 97-06. This is an interim rule until comments are collected and considered in the final rule.

Details appear in the Federal Register dated June 30, 1998 which can be found at:

<http://osdbuweb.dot.gov/legislat.htm>

### Submit Comments to:

GSA, FAR Secretariat (MVR),  
1800 F Street NW, Room 4035  
Attn: Ms. Laurie Duarte  
Washington, DC 20405.  
e-mail: [farcase.97-004A@gsa.gov](mailto:farcase.97-004A@gsa.gov)  
Please cite FAC 97-06, FAR case 97-004A.

For more information, contact:  
Ms. Victoria Moss,  
Procurement Analyst  
Federal Acquisition Policy Division  
GSA/1800 F Street NW,  
Washington DC 20405  
Telephone: (202) 501-4764

## CALENDAR OF EVENTS FOR August /September 1998

Date	Event	Contact
August 9-12	<b>Institute of Transportation Engineers 68th Annual Meeting</b> Toronto, Canada	<b>ITE</b> (202) 554-8050
August 13-14	<b>Senator Paul Sarbanes Mega Success 98 Conference</b> Cumberland, Maryland	<b>Pat Hodge/ Angela Dilver</b> (800) 532-1169
August 14	<b>Women's Expo</b> 3:00 - 9:00 pm Breed Leadership Center Columbia College	<b>Susan Davis</b> (803) 786-3108
August 26	<b>Government Procurement</b> (half-day workshop) Reg. Fee \$20.00 500 W. Madison-Ste.#1250 Chicago, Ill.	<b>SCORE</b> (312) 353-7724 <a href="http://www.score.org">http://www.score.org</a>
August 31-Sept. 2	<b>Rural Advanced Technology and Transportation Systems,</b> University Park, PA	<b>Michael L. Patton</b> (814) 863-0572
September 16	<b>ITS America's Symposium on ITS and TEA 21</b> 8:00 am - 5:00 pm Fee: \$300 (mem.) \$600 (non-mem.) Washington, DC	<b>Sandra Fitzgerald</b> (202) 484-4847 e-mail: <a href="mailto:sfitzgerald@itsa.org">sfitzgerald@itsa.org</a> or, <a href="http://www.itsa.org">http://www.itsa.org</a>

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